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BUNKERSPOT

INSIDE:

SHIP.ENERGY SURVEY 2024

EBDNS

ELECTROFUELS

In with the new

Frederik Moser tells **Ian Taylor** how he hopes to support shipping's green transition in his new role as Head of New Fuels at Glander International Bunkering

Glander International Bunkering marked the start of 2024 with a New Year's resolution to become its customers' 'preferred partner for new fuels and carbon traders'. The effort will be spearheaded by the recently-appointed Head of New Fuels, Frederik Moser, who joined the group in September.

Bunkerspot caught up with Moser soon after his appointment to find out how he and his colleagues plan to work with their customers to bring the new fuels into the mainstream. ***Bunkerspot:*** When you joined Glander last year, you were particularly enthusiastic about 'becoming part of the energy transition' as a Green Fuels Advisor. And now you are Head of New Fuels, leading a global team across nine countries. What has this meant for you personally – and was it the prospect of working on the green transition that lured you back to the bunker industry?

Frederik Moser: My new role as Head of New Fuels comes with great responsibility since I'm leading the course for Glander International Bunkering's global position in new fuels and carbon markets. The green transition requires a lot of specialisation, especially given that we come from a time of limited products. From now on, numerous products are being introduced with more complex specifications in addition to origin and documentation becoming pivotal. Both the team and I must be highly specialised and committed. This is the biggest transition within shipping since the shift from coal to fuel oil, prompting a need for the industry to reconsider ways of working. Contributing to the green transition in an industry I love played a significant role in my decision to return to the bunker industry. **Can you tell us more about the practicalities of running the New Fuels Team. How many Green Fuels Advisors will there be; and how will you work together as a team,**

and with your clients in the shipping industry and the providers of the new fuels?

We have integrated a New Fuel Advisor in different offices globally, to ensure that we cover all time zones and continents. That makes it possible for us to support and guide our clients through the transition and advise on compliance with various carbon legislations and directives, such as the International Maritime Organization's Carbon Intensity Indicator (CII) and Energy Efficiency Existing Ship Index (EEXI) as well as the European Union Emissions Trading System (EU ETS) and soon the FuelEU Maritime.

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Today, our team of New Fuel Advisors consists of seven advisors globally and we are of course ready to increase that number along with the demand curve. It's important for me to foster a collaborative environment where team members can freely exchange ideas and work together on projects. Cross-functional collaboration is crucial for tackling the multidimensional challenges and opportunities associated with introducing new fuels. Maintaining a strong information flow is

vital to staying on top of new market trends, products, engines, suppliers, legislation, etc.

As a team, we support each other in all aspects and closely collaborate on rethinking and renewing our working methods to align the trading of conventional fuels with the trading of new fuels and carbon assets, ultimately benefiting our clients.

I assume that Glander will aim to take a 'fuel agnostic' approach to the transition. Can you explain how that will work in practice?

We work closely with our clients to understand their energy requirements, operational constraints, and environmental goals. This includes cost considerations, regulatory requirements, and the overall energy landscape. The important thing here is to understand our clients' specific needs, challenges, and goals which will be essential in providing tailored solutions. This means that our approach to the transition involves flexibility, adaptability, and a commitment to finding the best solutions for clients across a spectrum of fuel options, considering their unique requirements and the evolving energy landscape. **Do you envisage that, in your role as Head of New Fuels, you will become more involved in initiatives to develop operations procedures and health & safety standards for the delivery of the new fuels?**

No, this will not be a big part of my job; rather, this task falls under our sourcing department. But we always ensure that our suppliers comply with all the applicable rules and standards. **At the moment, I would suppose that the role of Head of New Fuels will mostly involve paving the way for supplying methanol and ammonia, etc. But in a few years, it will involve actual, commercial deliveries, and lots of them. What sort of timetable are you working towards? What are the factors that you think could speed up, or impede, the transition?**

‘Our approach to the transition involves flexibility, adaptability, and a commitment to finding the best solutions for clients across a spectrum of fuel options’

Preparing for the future, in the role of Head of New Fuels, undoubtedly involves significant groundwork. With that said, we have already come a long way and made several biofuel deliveries in 2023, including HVO and FAME. These products are easy to handle for the most part, since they can be used in existing conventional fuel oil engines with little to no adjustments. We have made several LNG deliveries and signed numerous LNG tenders for 2024. In addition, seven out of our nine offices are ISCC certified, meaning that we can ensure fuel products are responsibly produced and sourced from sustainable raw materials in accordance with ISCC standards.

If we start by looking at factors that can have an impact on speeding up the green transition within the maritime sector, I would from the top of my head mention:

- Regulatory frameworks: Stringent environmental regulations and policies, such as emission caps and fuel standards, can drive the adoption of cleaner technologies and practices in the shipping industry.
- Incentives and subsidies: Government incentives, subsidies, and financial support for the development and adoption of green technologies can encourage shipping companies to invest in more sustainable solutions.
- Research and development: Investment in research and development initiatives focused on green shipping technologies can lead to the discovery of innovative solutions, making sustainable practices more accessible and cost-effective.
- Industry collaboration: Collaboration between stakeholders, including shipping companies, regulators, and technology providers, can foster the exchange of knowledge and best practices, accelerating the industry's transition to greener alternatives.



Frederik Moser

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- Public awareness: Increased awareness among consumers, investors, and the general public about the environmental impact of shipping can create demand for more sustainable shipping practices, prompting companies to adopt cleaner technologies.
- Financial institutions: Financial institutions and investors incorporating environmental, social, and governance (ESG) criteria into their investment decisions can incentivise the adoption of sustainable practices in the shipping sector.
- If we look at factors that can impede the green transition in maritime shipping I can mention:
- High initial costs: The upfront costs of adopting green technologies, such as investing in eco-friendly vessels or alternative fuels, can be a barrier for some shipping companies, especially smaller ones.
- Lack of infrastructure: Insufficient infrastructure, including storage, transportation, refueling and charging stations for alternative fuels, may impede the widespread adoption of cleaner technologies.
- Technological readiness: The maturity and readiness of green technologies may

vary, and the lack of proven and reliable solutions could hinder their widespread adoption.

- Resistance to change: Resistance to change within the industry, whether from established practices or fear of new technologies, can impede the adoption of green initiatives.
- Market uncertainty: Uncertainty regarding the availability, cost, and reliability of green technologies, as well as uncertainty about future regulatory requirements, can discourage investment in sustainable practices.
- Global coordination: The global nature of the shipping industry requires international cooperation to establish consistent regulations and standards.

In the medium term, a large part of your job is likely to involve explaining initiatives like the EU ETS to clients – and helping them maintain compliance and manage their EUAs. How will this work?

It's not just me, but our entire New Fuels team must explain new products, tools and support available within this transition and the legislations that come with it. If we take EU ETS as an example, we have established

a system with Global Risk Management that helps our clients navigate the complexities of trading EUAs, ensuring compliance with regulations and preventing penalties.

As a DOC holder, if you surrender fewer EUAs than what has been monitored, reported and verified, you would be required to pay €100 per EUA not surrendered. The missing EUAs must still be surrendered, and engaging in two or more consecutive periods of non-compliance could result in expulsion and potential denial of access to EU/EEA ports.

Through our EU ETS setup, we can offer our clients spot and forward trades of EUAs, provide support on EU ETS strategy and share our more than 60 years of knowledge within shipping. We offer our clients the full package: EUAs, new fuels, conventional fuels and lubricants. This makes the whole purchasing process much easier, reduces resources, and positions us as a one-stop shop.

 Frederik Moser,
Head of New Fuels,
Glander International Bunkering

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